

impact

Thank You For An Amazing 2007!



I think many of us look at the start of a new year as a time to reflect on the year that has passed and to make plans

for the year ahead. It is a time of promise and hope, an opportunity to work towards accomplishing our goals – some old and some new. At Enterasys, the past year was very rewarding and I want to thank our customers and partners for an amazing 2007!

2007 marked a year of tremendous growth and success as indicated by the many new customers that we added from around the globe, the new products we introduced, and the worldwide events in which we participated. I am also proud that 95% of you would make another investment with Enterasys, given the choice to do so again.

In 2007, we added over 1,000 new customers including:

APAC New Customers

Amity Health
Australia National Audit Office (ANAO)
BMW
ChangSha University of Technology
Daewoo Capital
Daewoo Construction
Guangzhou Science Exhibition Center
International Pacific University
JPMorgan Chase Singapore
Kobe Fukushi Shinko Kyokai
Korail
Korea Electric Power Research Institute

Kwang Dong
Office of the Prime Minister
Ohu University
Oracle
PolyMirae
Republic of Korea Joint Chiefs of Staff
Republic of Korea Marine Corps
Seoul Medical Center
The Four Seasons Hotel
The Japan Research Institute
University of New England
Westek Co.

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EMEA New Customers

Barzilai Hospital
Bayer
Brand Rex
Communaute Urbaine de Lille
Consejera de Sanidad y Consumo
Department of Justice of the State Brandenburg
Erhardt+Liemer
ESAT
Genzyme
German Insurance Association (GDV)
Grandi Stazioni SpA
Hellenic Police
Hillel Yaffe Hospital
Hospital General de la Defensa San Carlos
INAIL

Indra Sistemas
KPMG
Ministry of Finance of Ukraine
Nürnberg Versicherung
Old Mutual Insurance
Sanlam
Santry Sports Clinic
Softline
The Carabinieri
Turkish Republic Parliament (TCBMM)
Türkiye Cumhuriyeti İçişleri Bakanlığı
Union Financière de France

Latin America New Customers

Assembleia Legislativa da Bahia
Banco do Estado de Sergipe
CIEE
Clínica Farallones
Cooperforte
Corretora Arkhe
Dedini S/A Industrias de Base
Fondo de la Vivienda del ISSSTE
FOXCONN
Grupo Bertin
Hostarica
Instituto Mineiro de Gestao das Aguas
Iveco Motores
Klin
Ministerio do Exercito
Ministério Público do Estado do Rio de Janeiro
Policia Federal do Paraná
Receita Federal
Sebrae
Tanglewood Investments
Tribunal Federal de Justicia Fiscal y Administrativa
Unimed Vitória
Usina Santa Adélia
VARIG
VELOPARK

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Win \$1000!

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Thank You For An Amazing 2007!

North America New Customers

Chrysler Mexico
 Cochlear
 Dillard University
 EDS Managed Security Services
 Houston Chronicle Publishing Corp.
 International Paper
 J Jill Group
 Kelowna Flightcraft
 LCBO
 Los Angeles Lakers
 MARC USA
 Mason County Schools
 Monongahela Valley Hospital
 Petroleum Development Corp.
 Samaritan Healthsystems
 Securities America, Inc.
 Shell Oil
 Suffolk University
 The Motion Picture Association
 of America
 The Vancouver Public Library
 Tribunal Superior de Justicia
 del Distrito Federal
 Truper Herramientas
 Verizon Business
 ViroPharma, Inc.
 Ware County (Georgia)
 Weston Solutions, Inc.

In 2007, we introduced and enhanced many new products.

Some of the highlights include:

- 10GbE density in the Matrix X-Series quadrupled to 128 ports – and doubled in the Matrix N-Series
- [10GbE IDS/IPS](#)
- [Data Center Virtualization](#)
- [Enterprise Notification System](#)
- [Industrial Ethernet](#)
- [NetSight 3.0 Policy Management](#)
- [Network Access Control](#)
- [VoIP Security](#)

In 2007, we participated in over 100 tradeshows and events:

We attended 99 regional tradeshows and 13 national tradeshows which included:

- RSA Conference - San Francisco, CA
- Interop 2007 Conference & Expo - Las Vegas, NV
- Gartner IT Security Summit - Washington, DC
- NAC Forum 2007 - New York City, NY
- Security Standard Event - Chicago, IL
- ISA Expo - Houston, TX

- Gartner Symposium & ITxpo - Orlando, FL
- Educuase - Seattle, WA
- Network World's IT Roadmap Conference & Expo Series:
 - Boston, MA
 - Chicago, IL
 - Santa Clara, CA
 - Dallas, TX
 - Washington, DC

In 2008...you can look forward to enhanced solutions for connectivity, convergence and compliance. We have our work cut out for us, but I have no doubt that it's going to be a great year!

We also hosted the following customer and partner events:

- Annual Partner Conference - Boston, MA in April
- Customer and Partner Appreciation Event - Las Vegas, NV in May
- User Group Brazil - Sao Paulo, Brazil in October

When I first moved to California I went on this one unforgettable run in my neighborhood. At one point the path climbed up a large hill and I remember that it kept getting harder and harder and I seriously wondered if I would make it. For a change of pace I turned around and started running up the hill backward. This simple change allowed me to see just how far I had come and it gave me all the energy and motivation that I needed to keep going. When I got to the top of the hill there was a great view of the Pacific Ocean.

Similarly, as I look back at 2007 and see the many accomplishments we've made, I am inspired and motivated to keep running full-speed ahead as we enter 2008. In 2008, we hope to add many more customers and host more customer and partner events. We will invest even more money in R&D, so as far as new products, you can look forward to enhanced solutions for connectivity, convergence and compliance. We have our work cut out for us, but I have no doubt that it's going to be a great year! ■



\$1,000 Winner And the Winner Is...

Congratulations to Gerard Hughes, Airport Technical Services Manager at McCarran Airport for winning \$1,000. Gerard will be donating the entire amount of his winnings to the Shade Tree Mission in Las Vegas whose mission is, "to provide safe shelter to homeless



and abused women and children in crisis and to offer life-changing services promoting stability, dignity and self-reliance."

His entry was chosen from among the correct responses to the question:

What percentage of customers would buy from Enterasys again according to the 2007 Customer Satisfaction Survey?

The answer: 95%

Sinclair Community College Relies on Enterasys for Award Winning Secure LAN Project



Sinclair Community College in Dayton, Ohio – [winner of a Network World magazine 2007 Enterprise All-Star Award](#) for technology use - required a solution that would



of our Secure LAN project, we could only protect the end points on the network from viruses and worms,” said Scott McCollum, Director of IT Services at Sinclair Community College. “With Enterasys we proactively protect the network itself from the introduction of unprotected or infected devices. The technology just works as we prepare for future enrollment increases, program additions and facilities expansions. The confidence in our

are using and what level of access privileges – trusted, limited or guest – they should be granted,” stated McCollum. “The Enterasys authentication and policy control is extended to our non-Enterasys devices – saving us precious time, since we do not have to manage and maintain multiple network policy and directory servers.”

Sinclair’s 34,000 connected users and devices are supported by an IT operations team of only 7

applications and devices had a distinct set of privileges even though they might be sharing the same switch port or laptop with a data-only application. We didn’t see that capability from any other networking vendor we evaluated.”

Sinclair Community College is among the largest community college campuses in America with a single-campus college in downtown Dayton, Ohio, serving approximately 23,000 students. The College is a member of the board of the [League for Innovation in the Community College](#); and its Secure LAN Strategy has won numerous technology awards which include the [2006 ACUTA Award](#) for Institutional Excellence in Communications Technology. The project was a finalist in the [2006 and 2007 Computerworld Best Practices](#) in Storage Management in the “Securing the Storage Fortress” category; and Best Practices in Infrastructure Management in the “Security, Compliance, and Risk Management” category, respectively. Campus Technology magazine spotlighted Sinclair’s Secure LAN Strategy among its 2006 Innovators.

“The primary value for us is the granular visibility and control Enterasys provides at the edge, distribution and core layers of our network,” concluded McCollum. “Enterasys support is among the best in the industry and we are not paying a premium for the embedded security features of their networking equipment.” ■

allow flexible, on-demand access to internal, external and Internet resources while assuring the integrity of Sinclair’s IT infrastructure. To accomplish this and more, Sinclair turned to Enterasys Networks to leverage secure convergence, compliance and connectivity solutions for its Secure LAN Strategy.

Through its partnership with Enterasys, Sinclair Community College delivers reliable and secure voice, video and data communications to approximately 23,000 students, 2,000 employees and 9,000 networked devices distributed throughout 20 buildings at the main campus in addition to four remote facilities. The Secure LAN Project has enabled Sinclair to authenticate users and devices before they are granted access to the network, then dynamically assign a set of role-based privileges to ensure only the right people have access to the right information from the right place at the right time.

“Users expect the network to be everywhere and available at all times, but they expect it to be secure as well. Prior to the implementation



communications infrastructure capabilities is very high in the eyes of our students, faculty and administration.”

Enterasys helps drive efficiency and effectiveness in IT operations by leveraging Sinclair’s previous management software investments in NetSight® Policy Manager with NetSight Automated Security Manager to deliver a multi-tiered defense-in-depth approach to secure the wired and wireless LAN. “We identify in real-time who enters our network, what devices they

people. This is possible because of the Enterasys NetSight management software automating daily tasks while pinpointing the source and location of problems. Sinclair worked closely with Enterasys partner [Blue Spruce Technologies](#) for planning, design and implementation services.

“When we went to deploy VoIP, we were very happy to see that Enterasys could automatically discover, authenticate, classify, prioritize and secure the [ShoreTel](#) desk phones and soft-phone clients,” McCollum said. “The VoIP users,

Tech Tip

Configuration Management for the Matrix N-Series

Whether for internal or external compliance reasons – many organizations need to document all configuration and change management procedures performed on the network. A simple first step is to enable logging by the network devices of all changes performed – detailing the user making the change, time of the change, and what was changed. Regardless of whether changes were performed via CLI, web interface, NetSight or other SNMPv3 management tools – the device can record the audit trail of changes and make it available to NetSight or other third party configuration and change management applications. To the right is an example of how you would enable change logging on a Matrix N-Series DFE.

In order to track changes made to the system historically, we recommend using the 'set logging' or syslog component of the N-Series.

You can read more about these capabilities in Chapter 11 of the N-Series DFE documentation online at:

http://secure.enterasys.com/support/manuals/hardware/3800_14.pdf ■

To review your current settings, use:

```
show config logging
```

To set the needed logging severity level to log the CLI and SNMP applications (assuming both can be used to configure):

```
set logging application CLI level 7
set logging application SNMP level 7
```

Recommended in case the syslog server goes offline:

```
set logging local console enable file enable
```

If changes will be performed via the CLI, here is the essential format:

CLI config audit messages are customer level 7 and take the format of:

```
User:%s; Source:%s(%s); Action:"%s"; Status:%s
```

User - The CLI user.

Source - The IP address of the station originating the CLI command and the type of client connection.

Action - The actual command entered.

Status - OK if successful, else Fail.

```
<166>Jun 10 09:49:48 10.21.64.40 CLI[2]User:admin; Source:134.141.190.91(telnet); Action:"set length 24"; Status:OK
```

SNMP set messages are customer level 7 and take the format of:

```
User:%s; Source:%s; Action:"%s"; Status:%s
```

User - The SNMP user.

Source - The IP address of the station originating the SET.

Action - The MIB leaf modified and the setting value.

Status - OK if successful, else Fail.

```
<166>Jun 11 15:31:55 10.21.76.7 SNMP[2]User:public; Source:134.141.190.61; Action:"ifAlias.65001 = Drop # 2301"; Status:OK
```

Coming Next Month

The February issue of *Impact* will include these items and more:

- Enterasys Q4 2007 Financial Results
- New 10 GbE Connectivity Solutions
- University of Bern Success Story

Impact is published monthly for Enterasys Networks customers and partners.

We welcome your questions, comments, and suggestions.

Please email impact@enterasys.com

